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|---|----|--|
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| 3 (Denmark) |
|---|
| (Finland) (France) |
| ng Kong Ltd. (Hong Kong) |
| /Limpervi |
| · SR.L. HERIVI |
| de CV (Mexico) (Netherlands) |
| w Zealand Ltd. (New Zealand) |
| 5 (Norway))A. (Portugal) |
| ctronics Corporation (Puerto Rico) |
| a/Pacific, Inc. (Singapore) ., S.A. (Spain) |
| (Sweden) (Switzerland) |
| nEra Ltd. (England) |
| nited (England) |
| Officers |
| nn., Pres., C.E.O. Chmn. of Exec. Comm. |
| e-Chmn. tec. V.P., C.O.O., C.F.O. |
| P. |
| V.P. up V.P. — Commercial/Industrial |
| up V.P. — Retail Sales |
| Sensormatic Europe |
| Vice Presidents |
| R.D. Davison |
| O.S. Giles |
| B.P. Kane R.F. Premuroso |
| L.J. Simmons |
| Directors TV Buffet |
| T.V. Buffet J.M. LeWine |
| A.G. Milnes J.T. Ray, Jr. |
| J. Z. Zuny, J |

st & Young. ıg: In October. 1: Christy & Viener. olders: Sept. 17, 1993, 4,381. rees: Jun. 30, 1993, 4,000 (approx.). N.W. 12th Ave., Deerfield Beach, Tel.: (305) 420-2000. Fax: (305) 420-

Income Account, years ended

| | 6/30/93 398,122 46,021 43,176 487,319 188,138 | 5/31/92 252,628 30,460 26,790 309,878 124,208 | 191,665 28,070 19,430 239,165 97,437 |
|-------------|--|--|---|
| erv | 15,394 160,681 31,396 | 10,515 92,905 24,603 | 9,086 73,288 19,465 |
| | 13,739 | 11,460 | 8,344 |
| | 6,963 | 2,625 | 2,209 |
| s) | 416,311 71,008 17,114 18,656 2,518 976 | 266,316 43,562 7,597 11,436 1,303 2,536 | 209,829 29,336 2,845 2,781 1,811 1,875 |
| x inc | 71,984 | 41,026 | 31,211 |
| n | 17,900 | 9,500 | 6,500 |
| т ct | 54,084 | 31,526 | 24,711 1,985 |
| ng le- | 54,084 | 31,526 | 26,696 |
| ••• | 54,084 132,574 8,640 178,018 | 31,526 113,876 8,151 137,251 | dr2,026 24,670 97,199 7,993 113,876 |
| s | [2]\$0.97 [2]\$0.97 | \$0.73 \$0.73 | \$0.60 \$0.05 d\$0.05 \$0.60 |
| 3 | (2)\$ 0.93 | \$0.73 \$0.73 | \$0.60 \$0.05 d\$0.05 |
| (000): | 230.93 | \$0.73 | \$0.60 |
| • • • | (2)55,665 | 37,886 | 36,489 |
| to co | 1056,028 2063,633 enform with | 43,076 50,480 th current | presenta- |
| IOT 3-f | or-2 stock | split, 12/2 | 0/93 |

Trade & other receiv, net..... Net invest in sales-65,240 102,759 53,867 82,223 35,214 67,236 48,329 assets, net.....
Patents
Defer chrg, patents
& other assets, net
Cost in excess of net 118,943 112,392 **FE139, 177 (B)33,716** assets acq, net ... @291,338 **3**42.674 **6**342,159 Total assets ... 926,854 467,341 421,824 Liabilities: Accounts payable ... 17,419 31,934 27,462 84,576 20,293 40,232 Income taxes payable Accrued & defer inc 1,125 16,670 194,224 114,165 552 35,574 tax pay 33 720 115,000 115,000 Total liabil 199,604 7392,891 178,018 114,757 Common stock Retained earnings ... [7]146,430 [7]1.38,469 137,251 135,428 113,876 1127,166 Treasury stock Fgn currency adj ... Notes receiv fr stk cr2,251 61,495 cr2,619 dr5,578 222,220 dr4,900 489,757 dr4,814 255,690 Tot stk' equity.... Total liabil & 467.341 421.824 926,854

stk eq ... Silved marketable securs: 1993 \$28,798,000; [IReclassified to conform with current presentation [IIInc] marketable securs: 1993 \$28,798,000; 1992 \$47,664,000; 1991 \$6,434,000. [IAccum amortization: 1991 \$1,566,000. [IAccum amortization: 1993 \$4,673,000. [IIAccumulated amortization: 1993 \$10,810,000; 1992 \$8,104,000. [IIAccum amortization: 1993 \$8,815,000; 1992 \$3,917,000; 1991 \$2,653,000. [IIIPar value: \$.01; Auth shs: 1993 60,000,000; 1992 60,000,000; 1991 60,000,000. [IShares: 1993 2,413,500; 1992 3,811,500; 1991 4,015,500.

Long-Term Debt: Outstg. June 30, 1993,

94,224,000 comprised of: (1) \$135,000,000 8.21% senior notes. (2) \$11,136,000 9% acquisition indebtedness,

(3) \$41,332,000 3³/₄% to 13¹/₂% unsecured revolving credit notes payable.
(4) \$6,756,000 9¹/₄% to 12% capital lease obliga-

net.

(3) \$41,332,000 33/4% to 131/2% unsecured revolving credit notes payable.

(4) \$6,756,000 91/4% to 12% capital lease obligations and other, net.

In January 1993, Co. issued \$135,000,000 aggregate principal amount of 8.21% senior notes due January 2003 and repaid \$100,000,000 in short-term bank borrowings primarily incurred in connection with the acquisition of ALPS in July 1992. Interest on the senior notes is payable semiannually. Under the terms of the related note agreement, the Co. is required, among other things, to maintain a certain minimum net worth, as defined, is allowed to incur debt up to a level whereby certain debt to total capitalization ratios would not be exceeded, and is subject to certain limitations with respect to repurchases of its common stock and payment of dividends. In the event of a change in control, as defined, principal payment on the senior notes may be accelerated. Subsequently, the Co. entered into fixed to floating interest rate swap agreements with notional amounts aggregating \$135,000,000 and expiring in February 1996 (\$10,000,000 notional amount) and June 1996 (\$35,000,000 notional amount) and June 1996 (\$35,000,000 notional amount) and under certain market conditions extending the expiration to February 1998 (\$50,000,000 notional amount) amounts aggregating \$135,000,000 notional amount amount), in order to reduce the Co.'s net interest expense by taking advantage of the lower prevailing short-term interest rates. The interest rate swaps contain an element of risk that the counterpartry may be unable to perform. However, the Co. minimizes such risk by limiting its use of counterparties to major international financial institutions.

At May 31, 1992, acquisition indebtedness, which consisted of obligations under promissory notes and a minimum royalty obligation in connection with Identitech products, was net of unamortized discount (in thousands) of \$3,611.

The parent company has line of credit agreement with a U.S. bank which provides for aggregate borrowings under t

agreements.

Debentures Redeemed: Entire issue of Sensormatic Electronics Corp.'s convertible subordinated debenture 7s, due 2001, was redeemed on June 1, 1994 at \$1,046.67 plus accrued interest. Each debenture was convertible into 63.83 shares of common stock.

Capital Stock: Sensormatic Electronics Corp. common; par \$0.01:

AUTH — 60 000,000 shs.

OUTSTANDING — June 30, 1993, 37,110,000 shs.; 102,834 held in treasury, 1,609,000 shs.; reserved for options, 3,480,000 shs.; reserved for Employee Stock Purchase Plan, 646,000 shs.; reserved for conversion of debs., 4,858,000; reserved for warrants, 450,000; par \$0.01.

\$0.01 par shs. split 3-for-2 May 31, 1983 and Dec. 17, 1993.

OFFERED — (300,000 shs.) at \$12.50 on Feb. 13, 1969 thru Collins Securities Corp., New York and associates.

associates

associates. (300,000 shs.) at \$6.50 on Oct. 7, 1970, thru Lineberger, Lowe & Co. and Associates. (350,000 shs.) at \$7.725 per sh. on Dec. 27, 1979, thru L.F. Rothschild, Unterberg, Towbin; The Robinson-Humphrey Company, Inc. and associates. berge

VOTING RIGHTS - Entitled to one vote per

Malso paid stk. divs.: 1980, 100%; 1982, 100%; 1993, 50%.

ETO May 18.
TRANSFER, DIVIDEND AGENT & REGISTRAR — First National Bank of Boston, Boston,

On NYSE (Symbol: SRM) 1993 1992 1991 11990 327/8 301/2 153/4 221/2 137/8 101/8 PRICE RANGE

35 20 HighLow 11990 and prior, bid prices.

Warrants: Outstg., June 30, 1993, warrants to purchase 450,000 shares at \$16.88 per sh. expiring Dec. 31, 1995.

SEQUA CORP.

History: Incorporated in Delaware, March 28, 1929, as General Printing Ink Corp.; Name changed to Sun Chemical Corp. on Nov. 28, 1945; present name adopted on May 8, 1987. For other acquisitions prior to 1960, see Moody's 1960 Industrial Manual.

In 1960 acquired Artistic Mfg. Co., Inc., Stamford, Conn., (sold in 1974); Dyna-Foam Corp., Ellenville, N.Y., (dissolved 1964); and business of Carbo Chemical Co., Pawtucket, R.I. (dissolved

Carbo Chemical Co., Fawtucket, R.A. (1964).
On Nov. 30, 1960, General Printing Ink Co., Inc. (N.Y.), former subsidiary, was dissolved.
In Apr. 1966, acquired Tousey Varnish Co., Northlake, Ill., for \$3,650,000 cash.
In June 1967 acquired Varnish Products Co. for 4,147 shares of 5% second pfd. stock.
On Jan. 29, 1968 sold the assets of Industrial Coatings Division.
In Dec. 1968 acquired Federal Color Laborato-In Dec. 1968 acquired Federal Color Laboratoes, Inc., Cincinnati, O., for 303,030 common

In Dec. 1969, acquired 241,500 shs. (over 10%) Standard Kollsman Industries, Inc. for about

of Standard Kollsman Industries, Inc. for about \$11 a sh.

On Dec. 30, 1970 acquired Web Press Engineering, Inc., Chicago, and Logic Systems Inc.

On Nov. 1, 1971 acquired Sta-Hi Corp. Newport Beach, Cal.

In Sept. 1972 acquired 80% interest in Societe France Couleurs, S.A. for cash.

On Dec. 29, 1972 merged Standard Kollsman Industries, Inc. thru exchange of 1 com. sh. for each 4½ Standard Kollsman shs.

In Apr. 1973 acquired 25% interest in Ault & Wiborg Group Ltd. Under deal, Ault & Wiborg will acquire British Printing Ink Co., a Co. subsidiary, and a license to manufacture and sell Co.'s Suncure ultraviolet cured printing inks (acquired additional 15% interest in 1974 and 2% in 1977.)

In Apr. 1973 acquired 83.9% interest in Baglini, S.p.A., Italy for an undisclosed cash sum (acquired additional 13.7% in 1976).

In Sept. 1973 acquired 80% interest in Societe Encres Dresse, Belgium, for cash.

In Apr. 1974, Encres Dresse subsidiary acquired Dambrame, Belgium for cash (acquired additional 10% in 1976).

In Dec. 1974, sold Artistic Division, manufacturer of ribbors and boure

In Dec. 1974, sold Artistic Division, manufac-turer of ribbons and bows.

In Jan. 1975, sold Warwick Chemical (York-shire) Ltd.

shire) Ltd.

In Feb., 1979, acquired a 5.2% interest in Chromalloy American Corp. Interest increased to 18% subsequently in 1979.

In Feb. 1982, Co. increased its interest in Chromalloy American Corp. to 36.1% by purchasing a total of 297,100 shs. for \$5,500,000 between Oct. 23, 1981 thru Jan. 14, 1982. (Acquired remaining shs. in Dec. 1986).

In Feb. 1986, sold its Venezuelan printing ink subsidiary for \$4,000,000.

In Jan. 1987, Co. completed the sale of its graphic arts materials group to Dainippon Ink and Chemicals, Inc., for approximately \$550,000,000 in cash.

In Mar. 3, 1987, Co. acquired Litho-Strip Co. a division of Amsted Industries Inc. with plants in Chicago and Houston, also in 1987, acquired Jet

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Balance Sheet, as of (\$000): 6/30/93 II5/31/92 r Eli17,899 El62,692 net k 128,137 89,015

89,015

(2)102,481

Services West and Malichaud et Cie for at total purchase price of approximately \$36,000,000.

In Dec. 1987, Co. acquired Atlantic Research Corp. for \$307,000,000.

Also, in 1987, Co. sold K-G. Retail chains of mean's specialty stores.

On Jan. 5, 1988, Co. and Atlantic Research Corp. merged, following the conclusion of Co.'s \$31 per share cash tender offer for Atlantic Research shares. In the offer, which expired on Dec. 21, 1987, Co. received valid tenders which, when coupled with shares already owned by Co., amount to approximately 94% of Atlantic Research shares. Atlantic Research stockholders who did not tender their stock but who surrender their shares in the merger, Atlantic Research Corp. becomes a wholly owned subsidiary of Co.

In 1988, Co. purchased all of the common stock of Sequa PLC. for \$24,400,000.

Also, in 1988, Co. sold Woolley Tool & Manufacturing pivision in the engineered services business.

In 1989, sold its land transportation division with the sale of its Transit Management Services Division, Muncie Reclamation & Supply Division, Hausman Bus Sales & Parts Division and National Seating Co.

Also in 1989, sold its Teleproducts Division.

Also in 1989, sold its Teleproducts Division, Muncie Reclamation & Supply Division in the engineer Reclamation & Supply Division in the Research Company a wholly o

Hausman Bus Sales & Parts Livision and Ivational Seating Co.
Also in 1989, sold its Teleproducts Division.
In 1989, Co.'s wholly-owned subsidiary, Chromally Gas Turbine Corp., purchased the business and assets of Aero Cast, Inc., Aerodyne Investments Castings, Inc., Caval Tool & Machine Co., Inc., DRB Industries, Inc., H&H Parts Co., Inc. and The Stalker Corp. for \$70,000,000.
On Dec. 12, 1989, sold a majority interest in Atlantic Research Corp. to Chromalloy Gas Turbine Corp.

Atlantic Research Corp. to Chromalloy Gas Turbine Corp.

In Mar. 1990, sold its Tempest Products unit for a total of approx. \$3,132,000.

In Mar. 1992, completed tha sale of Sabine Towing and Transporatation Co. for approx. \$36,000,000, net in cash.

In Nov. 1992, Atlantic Research Corp., a unit of Co., acquired the assets of Interoperability Systems International in Athens, Greece. Terms of the acquisition were not disclosed.

In 1992, Co. completed the sale of Valley Line and the Gemoco division of engineered services.

In Oct. 1993, Co. sold its Sturm Machine division to a group of private investors.

On Dec. 30, 1993, Co. sold its ARC Professional Services Group to Computer Sciences Corporation for \$64,400,000.

Proposed Interest Sele: On Mar. 22, 1994, Co.

for \$64,400,000.

Proposed Interest Sale: On Mar. 22, 1994, Co. announced that Chromalloy Gas Turbine Corp., a subsidiary, has signed a definitive agreement for the sale of a Chromalloy jet engine overhaul division, Gas Turbine Corp. of East Granby, Conn., to Greenwich Air Services, Inc.

Under terms of the agreement, the sale price will approximate the net book value of GTC at the time of closing, which is estimated to \$38,000,000, plus the assumption by Greenwich Air of specified iabilities. The closing of the transaction, which is subject to certain regulatory approvals, is expected to take place by the end of April.

Control As of Dec. 31, 1992, Norman E. Alexan.

Control: As of Dec. 31, 1992, Norman E. Alexander, Chmn. & Chief Exec. of Co., owned an aggregate of approx 35.8% of all classes of stock, and controls approx. 49.1% of the voting power

Business: Co. is engaged in producing and selling a broad range of products and services through operating companies in four consolidated industry segments: Aerospace, Machinery and Metal Coatings, Specialty Chemicals, and Professional Services and Other Products.

Metal Coatings, Specialty Chemicals, and Professional Services and Other Products.

Property: Company leases 58,000 sq. ft. of corporate office space in New York, N.Y. and Hackensack, N.J.

Aerospace — The Chromalloy Gas Turbine Corp. operates over 50 plants in fifteen states and eight foreign countries, primarily in Europe, which have aggregate floor space of approx 4,600,000 sq. ft. of which approx. 2,300,000 sq. ft. is owned and approx. 2,300,000 sq. ft. is owned and approx. 2,300,000 sq. ft. is owned and approx. 2,300,000 sq. ft. office and manufacturing facility in Camden, Ark. Co. owns 12 acres and an 89,000 sq. ft. office and manufacturing complex in Gainsville, Va. An additional 189,000 sq. ft. is leased for administrative and manufacturing purposes in Ala., Cal. and Va. The liquid propulsion division leases a 101,000 sq. ft. facility in Niagara, N.Y. Co. also owns 2,430 acres of land in Orange County, Va., which has been developed for use in the propellant business. An additional 38,000 sq. ft. is owned in Alexandria, Va. and is used for administrative purposes.

The Kollsman operation owns two plants in New Hampshire with aggregate floor space of 405,000 sq. ft. and leases another facility in New Hampshire with aggregate floor space of 91,000 sq. ft. This business also owns a 23,000 sq. ft. manufacturing facility in Wichita, Kan. and leases 6 domestic facilities aggregating 55,000 sq. ft.

Machinery and Metal Coatings — The can forming and decorating operations own two plants in the United States with aggregating 55,000 sq. ft.

Machinery and Metal Coatings — The can forming and decorating operations own two plants in the United States with aggregating 55,000 sq. ft.

Machinery and Metal Coatings — The can forming and decorating operations own two plants in the United States with aggregating 55,000 sq. ft. In Europe, through the segment's auxiliary press equipment supplier, Materiels Equipment Graphiques (MEG), Co. owns a plant with aggregate floor space of approx. 5,000 sq. ft. MEG also leases two sa

of 90,000 sq. ft.

The Centor Company, a wholly-owned subsidiary, owns and operates the Chromalloy Plaza Building, a 18-story office building in Clayton, Mowith approx. 284,000 sq. ft. of rentable office and commercial space. Centor also owns and rents a manufacturing facility and a warehouse in Wisconsin with aggregate floor space of 185,000 sq. ft. as well as owning 10 properties that are either leased to third parties and/or held for sale.

Subsidiaries
Atlantic Research Corporation
Chromallory Gas Turbine Corporation
Casco Products Corp.
Kolisman Manufacturing Co.
Sequa Chemicals, Inc.
Warwick International Ltd.
SunRise Insurance Limited

Officers N.E. Alexander, Chmn., C.E.O.
I.I. Quicke, Pres., C.O.O.
S.Z. Krinsly, Sr. Exec. V.P., Gen. Counsel
G.S. Gutterman, Exec. V.P., Fin., Admin.
K.A. Drucker, V.P., Treas.
W.P. Ksiazek, V.P., Contr.
I.A. Schreger, V.P., Legal Corp. Sec.
R.D. DeVito, Asst. Contr.
E.T. Harmon, Asst. Sec.
J.S. Kade, Asst. Treas.

Senior Vice-Presidents M. Weinstein A.L. Savoca R.H. Wright

Vice-Presidents J.C. Allwarden R.L. Iuliucci J.J. Middleton M. Adlman J.A. Cabrey L.G. Kyriakou M.F. Robilotto

Directors
A. Dworman
D.S. Gottesman
D.D. Kummerfeld
J.J. Quicke
G. Tsai, Jr. N.E. Alexander A.L. Fergenson S.Z. Krinsly R.S. LeFrak F.R. Sullivan

Auditors: Arthur Andersen & Co.

Annual Meeting: In May.

Shareholder Relations: Linda G. Kyriakou, Vice-Pres. Corp. Comm.. Tel.: (212) 986-5500.

No. of Stockholders: Mar. 17, 1994, 3,350 Cl. A; 780, Cl. B.

No. of (approx.). Employees: Dec. 31, 1993, 10,250

Address: 200 Park Avenue, New York, NY 10166. Tel.: (212) 986-5500. Fax: (212) 370-1969; (212)983-2774.

Consolidated Income Account, years ended Dec. 31 (\$000): 1993

1992

| Sales & revenues | 1.696,968 | 1.868.341 | 1,878,787 |
|-----------------------|-----------|-----------|-----------|
| Cost of sales & rev | 1,382,509 | 1,480,412 | 1.497.204 |
| Sell, gen & admin | 272,145 | 263,325 | 263,893 |
| Restructuring | | , | |
| charges | 26,640 | | |
| Tot costs & | | | |
| expenses | 1.681.294 | 1.743.737 | 1.761.097 |
| Operating income | 15,674 | 124,604 | 117,690 |
| Interest expense | 66,501 | 73,125 | 82,802 |
| Interest income | 2,679 | 4,137 | 6,293 |
| Gain on sale of ARC | -, | 2,221 | 0,270 |
| Professional serv . | 12.408 | | |
| Total other, net | 28,275 | 11,816 | 7,162 |
| Tot other inc (exp) . | dr79,689 | dr80.804 | dr83.671 |
| Inc bef income taxes | d64,015 | 43,800 | 34.019 |
| Inc tax (ben) prov | cr8,557 | 25,900 | 19,000 |
| Inc (loss) fr contin | V. 2,021. | 20,700 | .,,,,,, |
| oper | d55,458 | 17,900 | 15.019 |
| Inc (loss) fr discont | , | | ,, |
| oper | | dr21,700 | dr21.609 |
| Inc (loss) bef | | | ,, |
| extraord items | d55,458 | d3,800 | d6,590 |
| Extraord loss on | , | , | ,_, |
| early retire of debt | dr8,524 | | |
| Prior yr-acct chg for | , | | |
| | | dr7.337 | |
| Net Income | d63,982 | d11,137 | a6,590 |
| Pfd dividends | 3,163 | 3.168 | 3 161 |
| | 3.,00 | | |

| Net inc (loss) avail | | | |
|--|--------------------|------------------------------|----------------------|
| to com stk | d67,145 453,486 | d14,305 | d9,751 |
| Cosh din Class A | 453,486 | 473,251 | 488,456 3,678 |
| Prev retain earn Cash div-Class A Cash div-Class B | 1,854 870 | 473,251 3,710 1,750 | 3,678 |
| CREA GIV-Dreferred . | 1.581 | 3,168 | 1,776 |
| Pid div in arrears | 1,581 1,582 | | 3,161 |
| Retained earnings | 383,617 | 453,486 | 473,251 |
| Earn com sh: | | • | ,251 |
| Primary: | M | | |
| Cont oper Discont opers | d\$6.07 | \$1.53 | \$1.24 d\$2.26 |
| Extraord items . | d\$0.88 | d\$2.26 | |
| Acctg change | | d\$0.76 | • • • • • • |
| Earn com sh | d\$6.95 | d\$1.49 | a\$1.02 |
| Common shares (000): | | | |
| Year-end | 9,655 | 9,655 | 10,915 |
| Average | 9,655 | 9,620 | 9,534 |
| Consolidated Bal | lance She | et, as of | Dec. 31 |
| (\$000): | | | |
| Assets: | 1993 | 1992 | 11991 |
| Cash & cash equiv | 24,780 | 14,807 | 12,910 |
| Short-term | | | |
| investments | 207.700 | ***** | 3,040 |
| Receivables, net Unbilled receiv, net . | 227,688 | 200,345 | 235,370 |
| Inventories | 55,451 290,323 | 312 310 | 141,253 |
| Other current assets | 63,350 | 110,941 312,310 40,791 | 345,621 |
| | | 10,771 | 40,338 |
| Total current | 661,592 | 679,194 | 770 *** |
| Net assets of discont | 001,392 | 0/7,174 | 778,532 |
| орет | 188,964 | 198,542 | 245,383 |
| Non-cult receiv & | | , | 210,000 |
| _ other invest | 17,179 | 21,321 | 19,616 |
| Total investments | 206,143 | 219,863 | 264,999 |
| Prop, plt & equip, net | E40 400 | 630.400 | |
| Excess of cost over | 562,623 | 630,409 | 665,792 |
| _ assets of cos acq | 348,696 | 362,357 | 373,012 |
| Defer charges & | 010,070 | 002,007 | 3,3,012 |
| other | 24,467 | 20,645 | 25,922 |
| Total other assets | 373,163 | 383,002 | 398,934 |
| Total assets | 1,803,521 | 1,912,468 | 2,108,257 |
| Liaduities: | • | | |
| Curr matur of long- term debt | | | |
| Accounts passable | 23,998 | 16,867 | 23,797 |
| Accounts payable Taxes on income | 114,529 16,357 | 116,525 20,363 | 141,889 24,716 |
| Tot accrued | 10,337 | 20,303 | 24,710 |
| expenses | 221,654 | 196,391 | 192,789 |
| Total current | | | |
| liabil Long-term debt, net of curr matur | 376,538 | 350,146 | 383,191 |
| Long-term debt, net | | 000,110 | 200,177 |
| of curr matur | 624,092 | 689,970 | 825,459 |
| Deter tax on income | 27,039 | 41,437 | 48,63 5 |
| Other long-term | 000.040 | | 154 304 |
| liabil | 200,068 | 179,249 | 154,384 |
| | 227,107 | 220,686 | 203,019 |
| Pid stk-35 cum conv | 213797 | 213797 | 213797 |
| Class A com stock Class B com stock | 4157,054 | 4157,042 | @187,042 @173,873 |
| Class B com stock | @17 13,861 | 4157,042 6173,873 | @1733,873 |
| Cap in excess of par | | 205 204 | 200 451 |
| val Cumululative transl | 295,841 | 295,806 | 299,451 |
| adi | 16,771 | 10,583 | cr19,205 |
| Retained earnings | 383,617 | 453,486 | 473,251 |
| Total | 674,399 | 750,421 | 803,619 |
| Total Less-cost of treas | | | |
| 91 E | 919 98,615 | @19 198,755 | (E)(07,031 |
| Tot sh' equity | 575,784 | 651,666 | 696,588 |
| Total liabil & | | | |
| stk eq | 1,803,521 | 1,912,468 | 2,108,257 |
| Net current assets . | 285,054 | 329,048 | 395,341 |
| | | | |

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396,283.

Long-Term Debt: 1. Sequa Corp 95/8% notes, due 1999:

Rating — B1

AUTH — \$150,000,000.

OUTSTG — Dec. 31, 1993, \$150,000,000.

DATED — Oct. 15, 1989.

DUE — Oct. 15, 1999.

INTEREST — A&O 15 to holders registered M 31
& S 30. ES 30.

TRUSTEE — The First National Bank of Chicago.
DENOMINATION — Fully registered, \$1,000 and integral multiples thereof. Transferable exchangeable without service charge.
CALLABLE — Not callable prior to maturity.
SECURITY — Not secured. Rank prior to all subordinated indebtedness of Co. and part passu with all other unsecured and unsubordinated indebtedness of Co. Co. or any restricted subsidiary will not create, incur, issue or assume any indebtedness secured by any lien on any physical property owned by Co. or any wholly-owned domestic subsidiary, and Co. will not itself, and will not permit any subsidiary to, create, incur, issue or assume any indebtedness accured by any lien on any subsidiary to, create, incur, issue or assume any indebtedness secured by any lien on any shares of stock or indebtedness of any wholly-owned domestic subsidiary which owns any physical cal property, without equally and ratably securing the indenture securities, unless after giving effect thereto the aggregate principal amount of such secured indebtedness then outstanding plus the attributable debt of Co. and its wholly-owned domestic subsidiaries in respect of sale and lease-back transactions involving physical property entered into after the date of the first issuance of indenture securities, other than such transactions as are permitted as described in clause (b) under Sale and Leaseback would not exceed 5% of consolidated net tangible assets.

SALE AND LEASEBACK—So long as any indenture securities are outstanding under the

SALE AND LEASEBACK—So long as any indenture securities are outstanding under the indenture, Co. or, any wholly-owned domestic subsidiary will not enter into any sale and leaseback transaction after the date of the first issuance of indenture securities covering any principal property, which was or is owned or leased by Co. or a subsidiary and which has been or is to be sold or transferred more than 120 days after the completion of construction and commencement of full operation thereof, unless (a) the attributable debt of Co. and its wholly-owned domestic subsidiaries in respect thereto and all other sale and leaseback transactions entered into after the date of the first issuance of indenture securities, plus the aggregate in respect thereto and all other sale and leaseback transactions entered into after the date of the first issuance of indenture securities, plus the aggregate principal amount of indebtedness secured by liens on physical properties then outstanding without equally and ratably securing the indenture securities, would not exceed 5% of consolidated net tangible assets, or (b) an amount equal to the greater of the net proceeds of such sale or transfer or the fair value of such physical property is applied within 120 days to the voluntary retirement of the indenture securities or other indebtedness of Co. or indebtedness of a wholly-owned domestic subsidiary, for money borrowed, maturing more than 12 months after such application.

INDENTURE MODIFICATION — Indenture may be modified, except as provided, with consent of 6643% of notes outstg.

RIGHTS ON DEFAULT — Trustee, or 25% of notes outstg., may declare principal due and payable (30 day's grace for payment of interest).

LISTED — On New York Stock Exchange.

PURPOSE — Proceeds added to the general funds of Co. and may be used to repay outstanding debt and to meet capital expenditure and working capital requirements.

OFFERED — (\$150,000.000) at 99.75 plus accrued

tal requirements

tai requirements.

OFFERED — (\$150,000,000) at 99.75 plus accrued interest (proceeds to Co., 99.10) on Oct. 19, 1989 thru Merrill Lynch Capital Markets; Bear, Stearns & Co. Inc.; J.P. Morgan Securities Inc.; Shearson Lehman Hutton Inc. and associates.

PRICE RANGE — 1993

High

2. Sequa Corp. medium-term notes, ser. A, 9 mos. to 40 yrs.:

Rating --- B1

-\$100,000,000. G — Dec. 31, 1993, \$100,000,000. DATED - 1991.

AUTH — \$100,000,000.

OUTSTG — Dec. 31, 1993, \$100,000,000.

DATED — 1991.

DUE — 9 mos. to 40 yrs.

INTEREST — A&O 15 to holders registered M 31 & S 30. Each note will bear interest at either (a) a fixed rate or (b) a floating rate determined by reference to an interest rate base, which may be adjusted by a spread or spread multiplier. Any floating rate note may also have either or both of the following: (I) a maximum numerical interest rate limitation, or ceiling, on the rate of interest that may accrue during any interest period and (II) a minimum numerical interest that may accrue during any interest period. The applicable pricing supplement will designate a fixed rate per annum for each fixed rate note or one of the following bate rates for each floating rate note: the CD rate, the Commercial Paper Rate, the Federal Funds Rate, LIBOR, the Treasury Rate, the Prime Rate or another base rate designated by Co.

TRUSTEE — First National Bank of Chicago.

DENOMINATION — Each note will initially be represented by a globe note registered in the name of The Depository Trust Co., the Depository nominee unless the applicable pricing supplement specifies that notes will be issued in definitive registered form. An interest in a global note will be shown on, and transfers thereof will be effected only through records maintained by the depository and its participants. A beneficial interest in a Global note will be exchanged for notes in definitive form only under the limited circumstances described herein. Fully registered \$100,000 or any amount in excess thereof which is an integral multiple of \$1,000.

CALLABLE — If provided in the applicable pricing supplement, the notes may be redeemable at the option of Co, thereof prior to the stated maturity at a price specified in such pricing supplement.

SECURITY — Not secured. Ranks equally with all offer unsecured and unsubordinated i

maturity at a price specified in such property plement. SECURITY — Not secured. Ranks equally with all SECURITY — Not secured. Ranks equally with all other unsecured and unsubordinated indebtedness of Co. (I) Co. nor any wholly-owned domestic subsidiary will not create, incur, issue or assume any indebtedness secured by any lien on any physical property owned by Co. or any wholly-owned domestic subsidiary, and (II) Co. will not itself, and will not permit any subsidiary to, create, incur, issue or assume any indebtedness secured

by any lien on any shares of stock or indebtedness of any wholly-owned domestic subsidiary which owns any physical property, without, in any event described in the foregoing clause (I) or (II), equally and ratably securing the indenture securities, unless after giving effect thereto (x) the aggregate principal amount of such secured indebtedness then outstanding plus (y) the attributable debt of Co. and its wholly-owned domestic subsidiaries in respect of sale and leaseback transactions described below involving physical properties entered into after the date of the first issuance of indenture securities, other liens existing on any property of or shares of stock or indebtedness of any corporation at the time it becomes a wholly-owned domestic subsidiary, or arising thereafter pursuant to contractual commitments entered into prior to such corporation's becoming a wholly-owned domestic subsidiary and otherwise than in connection with borrowing of money arranged after such corporation became a wholly-owned domestic subsidiary, would not exceed 5% of consolidated net tangible assets.

SALE AND LEASEBACK — Co. or any wholly-owned subsidiary will not enter into any sale and leasebacktransaction after the date of the first issuance of indenture securities covering any physical property, which was or is owned or leased by Co. or a wholly-owned domestic subsidiary and which has been or is to be sold or transferred more than 120 days after the completion of construction and commencement of full operation thereof, unless (a) the attributable debt of Co. and its wholly-owned domestic subsidiaries in respect thereto and all other sale and lease back transactions entered into after the date of the first issuance of indenture securities, plus the aggregate principal amount of indebtedness secured by liens on physical properties then outstanding without equally and ratably securing the indenture securities or the fair value of such physical property is applied within 120 days to the voluntary retirement of the indenture secur MODIFICATION -

may be modified, except as provided, with consent of 664/3% of notes outsig.

RIGHTS ON DEFAULT—Trustee, or 25% of

notes outstg., may declare principal due and payable (30 day's grace for payment of interest).

PURPOSE — Proceeds added to the general funds of Co. and may be used to repay outstanding debt and to meet capital expenditure and working capital expenditure and capital expenditure expenditure expenditure expenditure exp tal requirements.

OFFERED—(\$100,000,000) at 100 plus accrued interest (proceeds to Co., 99.875-99.000) on Apr. 22, 1991 thru Bear, Stearns & Co. Inc., Merrill and

3. Sequa Corp. 8¾% senior notes, due 2001:

Rating --- B1

AUTH - \$125,000,000.

AUTH — \$125,000,000.

OUTSTG — Dec. 31, 1993, \$125,000,000.

DATED — Dec. 22, 1993.

DUE — Dec. 15, 2001.

INTEREST — 9½% per annum payable semi-annually J&D 15, commencing June 15, 1994 to holders registered on J&D 1.

TRUSTEE — IBJ Schroder Bank & Trust Com-

pany. DENOMINATION — Fully registered, \$1,000 and integral multiples thereof.

will be obligated to offer purchase the notes at 100 plus accrued interest.

SECURITY — Not secured. Rank senor in right of payment to the senior subordinated notes and will rank pari passu in right of payment with all other existing and future unsecured and unsubordinated indebtedness of the Co. Accordingly, the senior notes will be effectively subordinated to secured indebtedness of the Co. to the extent of the assets securing such indebtedness and to indebtedness of the Co.'s subsidiaries. Co. nor any of its restricted subsidiaries may directly or indirectly create, incur, assume or suffer to exist any lien on any asset now owned or hereafter acquired, or on any income or profits earned therefrom or assign or convey any right to receive income or profits therefrom to secure obligations without making effective provision for securing the senior notes (i) equally and ratbly with the obligations so secured as to such assets or income or profits for so long as such obligations will be so secured or (ii) in the event such obligations are in respect of subordinated debt, prior to such subordinated debt as to such assets or income or profits for so long as such subordinated debt will be so secured.

SALE AND LEASEBACK - Co. will not. SALE AND LEASEBACK — Co. will not, and will not permit any of its restricted subsidiaries to, enter into any arrangement with any person providing for leasing by the Co. or any of its restricted subsidiaries of any real property or tangible personal property, which property has been or is to be sold or transferred by the Co. or any of its restricted subsidiaries to such person in contemplation of such leasing.

INDENTURE MODIFICATION — Indenture may be modified except as provided with consent

plation of such leasing.

INDENTURE MODIFICATION — Indenture may be modified, except as provided, with consent of majority of notes outstanding.

RIGHTS ON DEFAULT — Trustee, or 25% of may declare principal due and payamater.

or majority of notes outstanding.

RIGHTS ON DEFAULT—Trustee, or 25% of notes outstg., may declare principal due and payable (30 day's grace for payment of interest).

LISTED—On New York Stock Exchange.

PURPOSE—Proceeds used to repay all of the outstanding indebtedness of the Co. under its revolving credit agreement, dated as of Nov. 13, 1991, to redeem approximately \$161,000,000 aggreate principal amount of the Co.'s outstanding 10½% senior subordinated notes due 1998. The remainder of the net proceeds will be used by Co. to pay various other indebtedness of the Co. and its subsidiaries.

OFFERED—(\$125,000,000) at 100 plus accrued interest (proceeds to Co., 97.75) on Dec. 16, 1993 thru Bear, Stearns & Co. Inc.; Chemical Securities, Inc.; Smith Barney Shearson Inc.; Chase Securities, Inc. and associates.

Inc. and associates.

PRICE RANGE -High 1001/4 1001/4

4. Seque Corp. 9% senior subordinated notes, due 2003:

Rating --- B3

AUTH — \$175,000,000. OUTSTG — Dec. 31, 1993, \$175,000,000. DATED — Dec. 22, 1993.

DATED — Dec. 22, 1993.
DUE — Dec. 15, 2003.
INTEREST — 9½% per annum payable semiannually J&D 15, commencing June 15, 1994 to
holders registered on J&D 1.
TRUSTEE — Bankers Trust Company.
DENOMINATION — Fully registered, \$1,000 and

DENOMINATION — Fully registered, \$1,000 and integral multiples thereof.

CALLABLE — As a whole or in part at any time on or after Dec. 15, 1998, at the option of Co. on at least 30 days' but not more than 60 days' notice to each Dec. 14 as follows:

1999......104.6875 2000 103.1250 2001 101.5625 at thereafter at 100 plus accrued interest.

CHANGE OF CONTROL — In the event of a change of control, Co. will be required to commence a change of control offer to purchase first all outstanding senior notes and then all outstandmence a change of control offer to purchase first all outstanding senior notes and then all outstanding senior subordinated at 101 plus accrued and unpaid interest, if any, to the date of purchase. REPURCHASE AT OPTION OF HOLDER—In the event of certain assets sales (as defined), Co. will be obligated to offer purchase the notes at 100 plus accrued interest.

will be congated to once purchase the notes at two plus accrued interest. SECURITY — Not secured. Subordinate in right of payment to all senior debt of Co., including the senior notes, and will be senior to any indebtedness of the Co. which is made expressly junior thereto. Co, or any of its restricted subsidiaries are prohibited from incurring any lien to secure obligations which are pari passu with, or subordinate or junior in right of payment to, the senior subordinated notes without making effective provision for securing the senior subordinated notes (i) equally and ratably with such obligations for so long as such obligations will be so secured or (ii) in the event such obligations are subordinated notes, prior to such obligations for as long as such obligations will be so secured. gations will be so secured. SALE AND LEASEBACK -

- Co. will not, and will SALE AND LEASEBACK — Co. will not, and will not permit any of its restricted subsidiaries to, enter into any arrangement with any person providing for leasing by the Co. or any of its restricted subsidiaries of any real property or tangible personal property, which property has been or is to be sold or transferred by the Co. or any of its restricted subsidiaries to such person in contemplation of such leasing.

INDENTURE MODIFICATION — Indenture may be modified, except as provided, with consent of majority of notes outstanding.

RIGHTS ON DEFAULT — Trustee, or 25% of notes outstg., may declare principal due and paya-

RIGHTS ON DEFAULT—Trustee, or 25% of notes outstg., may declare principal due and payable (30 day's grace for payment of interest). LISTED—On New York Stock Exchange. PURPOSE—Proceeds used to repay all of the outstanding indebtedness of the Co. under its revolving credit agreement, dated as of Nov. 13, 1991, to redeem approximately \$161,000,000 aggregate principal amount of the Co.'s outstanding 10½% senior subordinated notes due 1998. The remainder of the net proceeds will be used by Co. to pay various other indebtedness of the Co. and its subsidiaries.

OFFERED—(\$175,000,000) at 100 plus accrued interest (proceeds to Co., 97.50) on Dec. 16, 1993 thru Bear, Stearns & Co. Inc.; Chemical Securities, Inc.; Smith Barney Shearson Inc.; Chase Securities, Inc. and associates.

and associates.

PRICE RANGE High 1001/2 1001/2

8. Other Long-Term Debt: Outsig. Dec. 31, 1993, \$98,090,000 (incl. current portion) comprised of:
(1) \$15,000,000 10.27% private placement, due 1994.

(2) \$27,025,000 capital lease obligations, at weighted average interest rates of 9.3%, payable in varying \$22,615,000 other long-term debt, at

varying amounts thru 2004.

(3) \$22,615,000 other long-term debt, at weighted average interest rates of 7.0%, payable in varying amounts through 2003.

(4) \$33,450,000 10¹/₂% notes, due 1998 (redeemed in May 1994).

In Dec. 1993, Co. entered into a new \$150,000,000 revolving credit agreement with a group of banks that extends through Mar. 1997. This agreement replaced an existing revolving credit agreement which was due to expire in Jan. 1994. The rate of interest payable under the new agreement is, at Co.'s option, a function of the prime rate, the Eurodollar rate. The agreement requires the Co. to pay a facility fee at a annual rate of .5% of the maximum amount available under the credit line. Under the new credit facility, borrowings up to approximately \$50,000,000 will be secured by the stock of certain of the Co.'s subsidiaries. At Dec. 31, 1993, there were no borrowings outstanding under this facility; however, \$18,500,000 of the available credit line was used for the issuance of letters of credit leaving \$131,500,000 of unused credit available.

Revolving credit debt at Dec. 31, 1992 was classified as long-term, as the Co. had the intent and the

credit available.

Revolving credit debt at Dec. 31, 1992 was classified as long-term, as the Co. had the intent and the ability, supported by the terms of its existing revolving credit agreement, to maintain through Jan. 1994 principal amounts outstanding under the agreement

Jan. 1994 principal amounts outstanding under the agreement.

Co. has a policy aimed at managing interest rate risk associated with its current and future anticipated borrowings; accordingly, Co. has entered into various interest rate swaps, options and similar arrangements. Any fees paid or received in connection with these arrangements are deferred and amortized as yield adjustments over appropriate future periods. At of Dec. 31, 1993, Co. had outstanding interest rate swaps expiring in 1996 that are accounted for as hedges and that effectively convert \$50,000,000 of variable-rate borrowings under short-term financing facilities to fixed-rate borrowings with an average interest rate of 8.7%. Based upon market interest rates at the balance sheet date, the Co. would have to pay approx. \$5,200,000 to terminate its interest rate swaps and options outstanding at Dec. 31, 1993. In addition, the Co. adjusted to market value the carrying amount of interest rate options sold, which gave the buyer the future right to enter into interest rate swaps. The resulting loss of \$6,557,000 is included in Other, net in the Consolidated Statement of Income for 1993.

The Company's loan agreements contain covenants which, among other matters, restrict or limit the ability of the pay dividends.

ment of Income for 1993.

The Company's loan agreements contain covenants which, among other matters, restrict or limit the ability of the pay dividends, incur indebtedness, make capital expenditures, repurchase common and preferred stock, and repurchase the 9\%% senior subordinated notes due 2003. Co. must also maintain certain ratios regarding interest coverage, leverage and net worth, among other restrictions.

At Dec. 31, 1993, under the terms of the Co.'s senior subordinated notes due 1998, there is a \$45,770,000 deficiency in consolidated retained earnings available for the payments of cash dividends and the repurchase of Co.'s stock. As a result, common and preferred stock dividends were not declared in the third and fourth quarters of 1993. Under the terms of the Co.'s preferred stock, upon the Co.'s failure to make six consecutive quarterly dividend payments, the holders thereof, voting as a class, will have the right to elect two members of the Board of Directors of the Co. at the next annual meeting of shareholders. These special voting rights terminated when all dividends in arrears have been paid. In addition, as of Dec. 31, 1993, the Co.'s earnings were not sufficient to maintain a consolidated interest coverage ratio of 2.0 to 1.0 which, pursuant to the terms of the Co.'s senior notes due 2001 and the senior subordinated notes due 2003, precludes the Co. from paying dividends among other restricted activities.

Notes Redeemed: Entire issue of Sequa Corp.'s 10.5% sr. subord, notes, due May 1, 1998 was

Notes Redeemed: Entire issue of Sequa Corp.'s 10.5% sr. subord. notes, due May 1, 1998 was redeemed on May 11, 1994 at 103.50 thru Bankers Trust Co., New York.

Trust Co., New York.

Capital Stock: 1. Sequa Corp. \$5 cumulative convertible preferred; par \$1:

AUTH — 1,825,000 shs.

OUTSTANDING — Dec. 31, 1993, 633,511 shares; in treasury, 163,489 shs.; par \$1.

DIVIDEND RIGHTS — Entitled to cumulative dividends of \$5 per sh. per annum.

DIVIDEND RECORD — Initial dividend of \$1.25 paid Feb. 1, 1987; regular quarterly dividends paid thereafter.

paid Feb. 1, 1 thereafter. CALLABLE -

2. Seque Corp. class A common; no par:
AUTH—25,000,000 shs.
OUTSTANDING—Dec. 31, 1993, 6,189,948 shs.;
in treasury, 864,052 shs.; reserved for options, conversion of preferred and class B common stock,
4,633,434 shs.; no par.
DIVIDEND RIGHTS—For a period of five
years commencing Jan. 1, 1987, annual dividends,
if any, on Class A common will be at least \$0.10
more per sh. than Class B common dividends.

VOTING RIGHTS — Has of PREEMPTIVE RIGHTS — DIVIDENDS PAID — Has one vote per share. - None.

| On Old Com | mon Stock | | |
|--------------|-----------------|-------------|----------|
| On no par s | hares: | | |
| 1929\$1.8 | 75 1930-31 | \$2.50 1932 | |
| 19330. | 15 1934 | 1.00 1935 | 2.00 |
| 19365. | | | |
| On \$1 par s | | | |
| 19370. | | 0.50 1939 | 0.80 |
| 19400. | | 0.65 1942 | 0.30 |
| 1943-440. | | | -47 0.60 |
| 19480. | | | 0.90 |
| 1951-540. | | | 0.90 |
| 19570. | | | -61 0.60 |
| 1962-760. | | | |
| | hs. after 3-for | r-2 split | |
| 19770 | | | 0.45 |
| | hs. after 4-for | | |
| 19790 | | | 0.18 |
| | hs, after 3-for | | 0.10 |
| | | | |
| 19810 | .30 1962-80 | U.46 | |
| | | | |

On Class A common

Recapitalization: In Dec. 1986, stockholders approved a proposal to authorize 25,000,000 shares of Class A common and 5,000,000 shares of Class B common and each outstanding common share was converted into a one-half share of Class A and one-half share of Class B common.

SERVICE MERCHANDISE CO., INC.

SERVICE MERCHANDISE CO., INC.

History: Incorporated in Tennessee in Jan. 1970 to succeed to catalog and showroom merchandising business founded in Sept. 1960.

On July 30, 1971, acquired, in pooling of interests transactions, outsig, capital stock of 7 affiliated Cos. in exchange for 484,287 com. shs.

In Apr. 1974, acquired 7 catalog showrooms operations of Malone & Hyde, Inc. for about \$10,000,000 in cash and notes.

In July acquired 2 Sam Solomon Co. stores in Charlotte, N.C., for undisclosed terms.

On Aug. 10, 1982, acquired Sam Solomon Company in a stock transaction valued at \$10,233,000.

On May 3, 1983, acquired The Computer Shoppe, Inc. for 100,000 shs. of Co.'s com. stk.

In July 1983, acquired The Computer Shoppe, Inc. for 663,000 Co. com. shs.

On May 8, 1985, Co. acquired H.J. Wilson Co., Inc. through a tender offer for all of the outstanding shares of its common stock.

On May 24, 1985, Co. acquired Ellman's, Inc. through a tender offer for all of its outstanding common shares.

As of Jan. 3, 1987 sold for cash MrHOW subsidiary and all related inventory.

On Nov. 10, 1992, Co. acquired 2 Dahlkemper's stores in Buffalo, N.Y.

Business: Co. is engaged, through its 391 catalog stores in the sale of a broad line of fine iewelry

Business: Co. is engaged, through its 391 catalog stores, in the sale of a broad line of fine jewelry (including diamonds), housewares, small appliances, giftware, silverware, cameras, luggage, radios, televisions, and other home electronics. patio, lawn and garden accessories, sporting goods and toys.

Property: Co. operates 391 stores in 37 states which are located as follows:
N.Y. (24) Tenn. (18)
Tex. (43) Nev. (3)
Ala. (8) Ariz. (4)
Ark. (3) Cal. (21)
Conp. (7) which are N.Y. (24) Tex. (43) Ala. (8) Ark. (3) Col. (8) Del. (3) Cal. (21) Conn. (7) Fla. (44) Ill. (25) Ia. (1) Ky. (7) Me. (6) Ind. (16) Md. (16) Kans. (4) La. (14) Md. (5) Me. (6)
Mass. (10)
Miss. (6)
Neb. (3)
N.J. (5)
N.C. (7)
Okla. (8)
S.C. (7)
Va. (9) Ma. (3) Mich. (13) Mo. (7) N.H. (5) N.M. (2) Ohio (15) Penn. (11) Vt. (1)

Minn. (1) Mnn. (1)

Co. also operated five major distribution centers as of Jan. 1, 1994. These distribution centers are located in Florida, New York, Tennessee, Texas and Nevada and contain an aggregate of approx. 3,401,000 sq. ft.

Subsidiaries Service Merchandise Co. Broad, Inc. Service Merchandise Co. No. 34, Inc.

Service Merchandise Co. No. 35, Inc. Service Merchandise Co. No. 51, Inc. Service Merchandise Co. No. 93, Inc. Service Merchandise Co. No. 30, Inc. Service Merchandise Company of Ion Service Merchandise Company of Ra Service Merchandise Company of Ion Service Merchandise Company of Ra The Toy Store, Inc.
B.A. Pargh Co., Inc.
Cherry-Tolleson, Inc.
Service Merchandise Showrooms, Inc.
Wholesale Supply Company, Inc.
Homeowners Warehouse, Inc.
The Lingerie Store, Inc.
The McNally Supply Company
SMC Aviation, Inc.
Porta-File, Inc.
M.J. Wilson Co., Inc.
Service Merchandise Co. of New York
Travel Management Consultants, Inc.
Service Merchandise of West Virginia,
A.F.S. Marketing Srvices, Inc.
Service Merchandise Co., Inc. (Financ
Service Merchandise Indiana Partners
Service Merchandise of Pennsylv;
Trust
Service Merchandise of Texas, Limites

Service Merchandise of Texas, Limiter

Officers R. Zimmerman, Chm., Pres., C.E.O. G.A. Bodzy, V.P., Sec., Gen. Coun. S. Cusano, V.P., C.F.O. M. Hogrefe, Treas.

Directors R.M. Holt J.E. Poole R. Zimmerm R.P. Crane, Jr. C.V. Moore H. Roitenberg Auditors: Deloitte & Touche.

Annual Meeting: In April.

Shareholder Relations: Mike Hot Tel.: (615) 660-6000.

No. of Stockholders: Feb. 28, 1994, 5 No. of Employees: Jan. 1, 1994, 22,87 Address: 7100 Service Merchandise ood, TN 37027. Tel.: (615) 660-600 wood, Ti 660-3427.

Mailing: P.O. Box 24600, Nashville

Consolidated Income Account, y

| (| | |
|---------------------------|---------------|--------------|
| | 1/01/94 | 1/02/ |
| Net sales | 3,814,618 | 3,712,7 |
| Cost of merchand | 3,014,016 | 3,112,1 |
| | | |
| sold & buy & | 0.040.400 | |
| occup exp | 2,868,683 | 2,805,8 |
| Gross margin | 945,935 | 906,91 |
| Sell, gen & admin | | |
| exp | 673,744 | 617,0 |
| Deprec & | | |
| amortization | 61,757 | 58,7(|
| Earn (loss) bef int & | | |
| tax | 210,434 | 231,20 |
| Interest expense- | 2.0,.01 | |
| debt | 62,102 | 80.83 |
| Int exp-cap leases | 11,141 | 11.82 |
| Earn (loss) bef inc | 11,141 | 11,02 |
| | | 130 51 |
| _ tax | 137,191 | 138,51 |
| Income taxes | 54,876 | 54,02 |
| Net earn (loss) fr | | |
| _ oper | 82,315 | 84,49 |
| Extraord loss fr | | |
| early exting of | | |
| debt | 7,474 | |
| Effect of chg in acct | • | į |
| principle | 7,742 | |
| Net income | 82,583 | 84,49 |
| Prev retain earn | 144,403 | 67.25 |
| Stock split | 111,100 | 7,34 |
| Retained earnings | 226,986 | 144.40 |
| Earn com sh: | 220,900 | 14110 |
| Primary: | | |
| | e 0 e0 | 20.8 |
| Cont oper | \$0.80 | \$0.0 |
| Extraord items . | d\$0.07 | |
| Acctg change | \$0.08 | |
| Earn com sh | \$0.81 | \$0.83 |
| Common shares (000): | | |
| Year-end | 99,368 | |
| Average | 102,078 | 101,602 |
| DAdjusted for 3-fo | r-2 stock sr | olit. 05/19. |
| | | - |
| Consolidated Bala | nce Sneet, | as OT (30 |
| | | |

1/02/93 Assets: Cash & cash equiv . . Accts receivable, net Inventories 1/01/94 165,317 [2]53,311 857,640 20,454 325,092 [2]53,014 939,259 Prepaid expenses. 29.898 Total current assets
Net prop & equipowned
Capitalized leases, 1,096,722 1,347,263 514,817 575,712 68,946 60.128 26,975 chrg 28,472 Total assets ... Liabilities: 2,011,575 1,707,460 Accounts payable Accrued expenses State & local sales 630,723 188,050 151,374 59,035 54,914

91,751

Income taxes

Curr matur of long-term debt